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ABSTRACT

Designed to encourage and inform community college efforts to obtain financial support from corporations and foundations, this report assesses the current status of corporate and foundation giving to two-year colleges and identifies organizations that accept funding proposals from community colleges. After stressing the need to diversify financial support, part I assesses the status of community college fund raising and of foundation and corporate philanthropy to two-year colleges. This section indicates that: (1) corporate donations to all colleges and universities totaled $1.8 billion in 1986-87, including $19.8 million to community colleges; (2) foundation gifts to community colleges totalled $8,635,000, or roughly 1% of all foundation gifts to education; and (3) 43.9% of the private financial support for community colleges was provided by corporations, 1.8% by alumni, 29.8% by other individuals, and 13% by foundations. Part I also includes a list of organizations that can provide information on corporate and foundation giving, information on efforts to increase educational fund raising, and a resource list. Part II contains a list of 190 corporations and foundations, their key contact people, addresses, and funding policies concerning community colleges. Part III lists 168 companies that do not provide matching gifts to community colleges, and 862 companies that do offer matching grants. (AYC)

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CORPORATION AND FOUNDATION GIVING

TO

COMMUNITY COLLEGES

by

G. Jeremiah Ryan

Vice President, Institutional Advancement
Monroe Community College
Rochester, New York

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Danette McNamara, Director of Institutional Advancement, Rogers State Community College (Oklahoma)

James Palmer, Director of Research, American Association of Community and Junior Colleges

Charles Schulze, Vice President, Institutional Advancement, College of Lake County (Ohio)

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Dr. Ryan served as an AACJC Fellow from February to April of 1988. He compiled this bibliography during the fellowship period.

Part One

THE STUDY OF GIVING TO COMMUNITY COLLEGES

The Need to Diversify Financial Support

American higher education is confronted with two challenges that are fundamentally connected. First, the public is demanding, through its governmental and business leaders, that a workforce containing individuals whose skills significantly exceed basic literacy be created. Second, the financial stability of colleges and universities is threatened by level or decreased funding from all governmental sources. Nowhere in the higher education spectrum do these two connected challenges impact more than on the community colleges.

Traditionally community colleges have seen themselves as partners in the development of a total community. Community colleges are expected to produce the technical backbone of local industries while simultaneously serving "at-risk" students who need higher education to obtain employment in an increasingly complex economy. The partnership has continued and flourished despite inadequate funding through tuition and governmental appropriations.

How have community colleges continued to be full partners in economic development while receiving "fewer dollars" or "less support." Colleges and universities have always relied upon the development of endowments and funds from private sources. Community colleges have been forced to take the same path in order to continue providing quality services.

Although relative newcomers to educational fundraising, community colleges have begun to secure support from private resources, primarily corporations and foundations. This diversification is essential for financial stability.

The Status of Community College Fund Raising

Looking beyond the 1980s to the 21st century, private resource development looms as a crucial element of community college operations. The private sector may hold the greatest potential for increased financial support.

Despite these signs, only 700 of the more than 1,200 community colleges currently operating have created foundations for the purpose of pursuing private resources (1). Of the institutions with foundations, only about 200 have reported active educational fund raising programs (2). These figures are puzzling given the fact that the ten community colleges most active in educational fund raising report significant success attracting corporate and private foundation support. (3)

What has created such a gap between promise and reality? Four fears - fears of rejection, competition, involvement, and cost. First, many researchers have documented the fear community college trustees and presidents feel about their requests for private dollars being rejected. The rejection they anticipate centers on whether or not a public community college supported by tax dollars should be asking for private dollars as well.

Second, colleges and universities, especially private institutions, are viewed as formidable competitors. They have long histories of successful fund raising and large development staffs.

Third, some community college presidents find fund raising a threatening activity. Others are wary of the time commitment a development program requires (4).

Fourth, many community colleges fear the cost of initiating a major fund raising effort. As a result, they start their programs in a tentative, low-cost, exploratory manner (5).

Fifth, there is the fear of conflict between Trustees and Foundation Board members over College fund raising priorities. Sixth, there is the fear that College faculty will not be supportive of allocating the necessary resources to make the fund raising effort successful.

The successful community college fund raisers have been able to overcome these five fears. First, the perceived public apprehension about giving to a community college may be met head on by answering the following questions:

1. Why does a public institution of higher learning need to raise corporate and foundation dollars?

   The monies received from state and federal sources are inadequate for the improvements needed to train employees in the technologies, where state-of-the-art equipment changes rapidly. Recent federal and state reductions in student assistance underscore the need for additional sources of revenue.

2. Why do community college students needs scholarships?

   The college population is increasingly diverse. It includes recent high school graduates, returning women, workers updating skills, international students, senior citizens and handicapped students. A greater percentage of these students need financial aid than would be expected of a more homogeneous population.

3. Why are additional facilities and equipment needed?

   State-of-the-art equipment and facilities are needed to keep pace with rapidly developing technology in business and science. In addition, more students need access to computers, and the academic and administrative uses of computers now have to be separated.

4. How will faculty use enrichment opportunities?

   Many forms of professional development are deserved and needed. They include: attendance at faculty workshops; special leaves to study new disciplines; exchanges with business and industry allowing faculty to gain related work experience; special faculty projects in research, curriculum development, and retraining; recognition of excellence in teaching through endowed chairs.

One more point is relevant to the fear of rejection. A recent study of 200 corporate giving programs by Pokrass (6) indicates that the potential exists for significant corporate contributions to two-year colleges. To tap that potential, institutions must first understand why corporations will or won't give. Pokrass cites four lessons that Community Colleges must learn:

1. Make greater use of alumni as liaisons with companies.

2. Tailor educational fund raising to companies whose interests are similar to those of the school.

3. Look close to home.

4. Do more research on company giving practices.

The other few fears have been addressed by community colleges that adopt traditional approaches to educational fund raising. A study of the ten most successful colleges, with success being defined as total dollars raised, revealed that all shared the following characteristics (7):

1. They had highly respected academic programs, high community profiles, large enrollments, and significant pre-existing corporate support.

2. The college president's involvement in fund raising was necessary for success.

3. The existence of a full time development person with an office was essential for success.

4. The colleges adopted the approach "Spend money to make money."

The Status of Foundation and Corporate Philanthropy to Community Colleges

The Council for Aid to Education has reported that corporate giving to all colleges and universities totaled $1.8 billion in 1986-87 compared to $1.7 billion in 1985-86. (8) Corporate giving to community colleges totaled $19.8 million, up from $16.4 million in 1985-86 and $10 million in 1984-85.

Table 1

Corporate Giving to Higher Education

	All Higher Education	Public Community Colleges
1986-87	$1,800,000,000	19,835,000
1985-86	1,702,000,000	16,393,000
1984-85	1,574,000,000	10,017,000

Source: Council for Aid to Education

Although reported corporate support for public community colleges has doubled since 1984-85, it still remains at about 1% of all corporate contributions.

Giving to community colleges by major American foundations has also increased dramatically in the past five years. The Foundation Center has reported that community and junior colleges received $8.6 million in 1986 compared to $6.8 million in 1985. (9).

Table 2

Foundation Giving to Education

	All Education	Community and Junior Colleges
1986	$ 851,103,000	$8,635,000
1985	716,473,000	6,809,000
1984	578,089,000	7,082,000
1983	608,239,000	5,395,000
1982	634,450,000	4,388,000

Sources: The Foundation Center

Similar to corporate giving, foundation gifts to community and junior colleges have increased significantly since 1984-85. Nevertheless, they represent only 1% of all gifts to education by foundations.

The reliance of community colleges on corporations for the major portion of their private resources varies significantly from the experience of other higher education institutions. The American Association of Fund Raising Council Trust for Philanthropy reported that in 1986 businesses provided 23.0% of all giving to higher education and foundation giving was 18.4%. (10). The Council for Aid to Education reported that for the same period, corporations contributed 43.9% of the gifts to community colleges and foundations contributed 13.0%. (11)

Table 3

Percentage
Giving to Higher Education
By Source
(1985-86)

Source	All Higher Education	Community Colleges
Alumni	24.6%	1.8%
Other Individuals	24.0%	29.8%
Businesses	23.0%	43.9%
Foundations	18.4%	13.0%
Religious Organizations	3.0%	.1%
Others	7.0%	11.4%
	100.0%	100.0%

Sources: American Association of Fund Raising Council and Council for Aid to Education

Resources on Educational Fund Raising

Where can prospective community college fund raisers find more information on corporate and foundation giving? The associations listed in Figure 1 can all be helpful.

Figure 1.

Council for Advancement and Support of Education (CASE)
Dr. Gary H. Quehl
President
11 Dupont Circle, Suite 400
Washington, DC 20036
202/328-5925

American Association of Fund-Raising Counsel (AAFRC)
John Bailey
President
25 West 43rd Street
New York, New York 10036
212/354-5799

Conference Board
James T. Mills
President
1755 Massachusetts Avenue, N.W.
Suite 312
Washington, DC 20036
202/483-0580

Council for Aid to Education (CFAE)
Hayden Smith
Executive Vice President
680 Fifth Avenue
New York, NY 10019
212/541-4050

Council on Foundations, Inc.
James Joseph
President
1828 L Street, N.W. 12th Floor
Washington, DC 20036
202/466-6512

National Council for Resource Development
David Canine
President
Suite 410, One Dupont Circle, N.W.
Washington, DC 20036
202/293-7050

National Society of Fund Raising Executives (NSFRE)
Richard Wilson
President
1101 King Street
Suite 3000
Alexandria, VA 22314
703/684-0410

The Grantmakers Center
Norton Kiritz
President
650 South Spring Street
Suite 507
P. O. Box 6210
Los Angeles, CA 99014
213/689-9222

Independent Sector
Brian O'Connell
President
1828 L Street, N.W.
Washington, DC 20036
202/223-8100

In addition, the beginning educational fund raiser might consult anyone of the following articles on corporate solicitation:

Ballard, William J. "It's All in the Community: Community Colleges Can Win Corporate Support," CASE Currents (November, 1981) 43.

Green, Joan "For Foothill College: Corporate Partnerships Are Win-Win Situations." AGR Reports. 17 (November/ December, 1985), 30-32.

Kendrick, Dale A. "Foundations and Corporations: National Resources for Your College." Building Voluntary Support for the Two Year College. Washington, D. C.: Council for the Advancement and Support of Education, 1981.

Milligan, Frank G. "Corporation Solicitation - SUNY Style." A Paper Presented at the State University of New York's Conference on Corporate Giving, Corning, New York, November, 1982.

Moore, George E. "Corporate and Foundation Support for Public Institutions." Michael J. Worth, Editor. Public College and University Development: Fund Raising at State Universities, State Colleges and Community Colleges. Washington, D.C.: Council for the Advancement and Support of Education, 1985.

Pokrass, Richard J. "A Study of Corporate Giving Behavior Toward Two Year Colleges." A graduate paper presented at Glassboro State College, August, 1986.

Pokrass, Richard "Corporate Giving to Two Year Colleges". Case Currents. (January, 1988), 38-40.

Encouraging Increased Educational Fund Raising

Unfortunately, the doors of many corporations and foundations have been closed to community colleges. Many have policies excluding two-year institutions from their grantmaking. Community colleges should not ask for preferential treatment, but need to request the opportunity to compete with other institutions of higher education for available dollars and equipment.

In the past year several activities have occurred that will encourage community colleges to pay more attention to corporations and foundations as sources of revenues for important programs.

First, the Council for the Advancement and Support of Education (CASE) created a Task Force on Corporations and Foundations in 1987. This task force includes acknowledged leaders in educational fund raising at community colleges, along with representatives from some of the biggest givers to higher education; IBM, Hewlett Packard, Sears Roebuck, Digital, W. K. Kellogg Foundation, Burlington Northern, Stewart Mott Foundation, Ford Motor Company, and ALCOA. The purpose of the Task Force is to share information and forge partnerships that will be mutually beneficial to colleges, corporations, and foundations. The members of the task force are presented in Figure 2.

Figure 2.

CASE Task Force on
Corporations and Foundations

Neil Funnell, Consultant
IBM Corporation
500 Columbus Avenue
Thornwood, NY 10594

Stephanie Springs, Director
Sears Corporate Contributions
Vice President Executive Director
The Sears Roebuck Foundation
Sears Tower, Department 903-BSC 51-02
Chicago, IL 60684

Robert L. Hencey
Director of Communications
W. K. Kellogg Foundation
400 North Avenue
Battle Creek, MI 49017-3398

Michael Radock
Advisor to the President
Mott Foundation
1200 Mott Foundation Building
Flint, MI 48502-1851

Nancy Dube
Manager of Corporate Community Relations
Digital Equipment
111 Powermill Road
Maynard, MA 01754

Gary Fazzino
State Government Relations Manager
Hewlett-Packard
3000 Hanover Street, 20BU
Palo Alto, CA 94304

Leo J. Brennan, Jr.
Executive Director
Ford Motor Company Fund
The American Road
P. O. Box 1899
Dearborn, MI 48121-1899

Don North, President
Burlington Northern Foundation
999 Third Avenue
Seattle, WA 98104-4097

John R. McCarthy
Vice President
and Assistant Director
Corporate Relations
Eastman Kodak Company
343 State Street
Rochester, NY 14608

Alfred Castle
Trustee, Castle Foundation
1708 Honolulu Tower
60 North Beretania
Honolulu, HA 96813

Earl Gadberry, President
alcoa Foundation
1501 Alcoa Building
Pittsburgh, PA 15219

Hayden Smith, Executive Vice President
CFAE
680 Fifth Avenue
New York, NY 10019

The CASE Task Force seeks to change the views of private grantmakers by giving them information about the mission of community colleges in our society. Private sector members of the Task Force have agreed to help community college representatives gain access to the philanthropic decision makers in major United States corporations and foundations. In exchange the community college representatives have agreed to push for better training of development staff and more awareness of private sector philanthropic trends by Presidents.

Additionally, at the request of the Task Force CASE compiled lists of major companies that do and don't match gifts to Community Colleges. CASE found that 862 companies do match and 168 do not match gifts. These companies are listed in Chapter () of this publication.

In response to the need for enhanced staff training, CASE solicited and received a grant from the Exxon Education Foundation to develop models for educational fund raising at community colleges. This project began in Spring, 1988.

As another response to needs for improved training and awareness, the American Association of Community and Junior Colleges (AACJC) awarded a fellowship for Winter 1988 to the author. One product of the fellowship was an analysis of the policies towards community colleges at America's largest corporations and foundations. These institutions set the pace for philanthropy in the United States and their receptivity to proposals from community colleges may be indicative of support from the entire private sector. The policies of 200 corporations and foundations were examined in a survey. A significant number, 48% of those studied do accept proposals from community colleges.

A second product of the fellowship was a review of more than 125 articles that have been written about community college educational fund raising. Many of these articles focused on how to approach corporations and foundations. The key resources were identified earlier.

Conclusions

Community college leaders who are on the fence about getting involved in private resource development, especially those reluctant to approach corporations and foundations, should jump now and land firmly on the side that commits their institution to an active fund raising program.

Community colleges are looking more frequently to corporations and foundations for assistance in funding important educational programs. The private sector is responding positively to the requests, but the full potential of private giving is yet to be tapped.

The community colleges that have been willing to finance a traditional educational fund raising program have been handsomely rewarded. They can be viewed as models for the development of programs by colleges not yet actively involved.

REFERENCES

(1) Bailey, Anne Lowrey "Their Budgets Cut, 2-Year Colleges Turn to Aggressive Fund Raising." The Chronicle of Higher Education (September 5, 1986) 57-60.

(2) Glandon, Berton Lee "Critical Components of Successful Two Year College Foundations," (Doctoral Dissertation, Brigham Young University, 1987).

(3) Ryan, G. Jeremiah; Hall, John, and Smith, Nanette "Characteristics of Excellence in Community College Fund Raising." A paper presented to the Annual Convention of the American Association of Community and Junior Colleges (67th, Dallas, Texas, April, 1987). April 22, 1987.

(4) Schulze, Charles "The Role of the Community College President in Successful Fund Raising." (Doctoral Dissertation in Progress, Teachers College of Columbia University, 1988).

(5) McNamara, Danette L. "The Roles of Institutional Personnel Connected With An Effective Two Year College Private Fund Raising Program". (Doctoral Dissertation, Oklahoma State University, 1988)

(6) Pokrass, Richard "Corporate Giving to Two Year Colleges." Case Currents. (January, 1988), 38-40.

(7) Ryan, G. Jeremiah; Hall, John, and Smith, Nanette "Characteristics of Excellence in Community College Fund Raising." A Paper Presented to the Annual Convention of the American Association of Community and Junior Colleges (67th, Dallas, Texas, April, 1987). April 22, 1987.

(8) Council for Aid to Education "Highlights of 1985-86 Voluntary Support to Two Year Colleges." A Statistical Report Presented to the Committee on Two Year Colleges, Council for the Advancement and Support of Education, 1987.

(9) The Foundation Directory. The Foundation Center: Washington, D.C., 1988

(10) Giving USA. American Association of Fund Raising Council: New York City, 1987

(11) Smith, Hayden Voluntary Support to Two Year Colleges Council for Financial Aid to Education: New York City, 1988

Part Two

RESOURCE GUIDE TO CONTACTS AND POLICIES OF AMERICA'S MAJOR PHILANTHROPIES

Research Methodology

The project began by identifying the 100 largest companies and the 100 largest American foundations. The Forbes 100 listing of companies had already been used for a study on corporate giving to public service projects and was readily available. The 100 largest foundations were reported in the December 15, 1987 edition of the newspaper USA Today. This list was later verified by research at the Foundation Center in Washington, D.C.

The 100 corporations were then researched by cross-referencing corporate names with listings in the Taft Corporate Giving Directory and the Corporate 500 Directory of Corporate Philanthropy. The key contact people and policies regarding proposals from community colleges were ascertained.

The 100 foundations were cross-referenced with two documents published by The Foundation Center. Grants for Higher Education and The Foundation Directory were used to determine contact people and policies regarding community college proposals.

The two listings were then shared with members of the CASE Corporate/Foundation Advisory Board. The members recommended combining the listings and contributed corrections of names and addresses for key contacts.

The final listing included 190 institutions. Each of these corporations or foundations was sent a survey form detailing the perceived giving policy towards community colleges. The institutions were encouraged to respond and to correct any erroneous information (policy, contact name, address). Each institution was finally contacted by phone to insure the utmost accuracy in the listing.

Resources

Havie, John R. "Corporations Give Record $1.7 Billion to Colleges and Universities in 1985-86," Research Report CFAE. June, 1987.

Orodvensky, Pat, and Cochran, Wendell. "The Business Of Giving," USA Today, December 15,16,17 and 18, 1987.

Smith, Hayden. Highlights of 1985-86 Voluntary Support to Two Year Colleges. New York Council For Aid To Education, 1987.

Smith, Hayden. Voluntary Support- Two Year Colleges- 1986-87. New York Council For Aid To Education, 1988.

The Foundation Directory, 11th Edition. The Foundation Center, New York, 1987.

Giving USA. American Association of Fund Raising Counsels Trust For Philanthropy, New York, 1986.

Grants for Higher Education. The Foundation Center, New York, 1985.

The following is a list of 190 corporations and foundations, their key contact people, their addresses, and their giving policies regarding community colleges.

It is important to note that a "yes" does not mean the institution will accept proposals for all 1200 community colleges. Most companies and foundations give grants within limited geographic areas. Many companies and foundations give only for specified purposes. Very careful research regarding the giving history and priorities of each institution should precede the submission of any proposal.

Equally as important, a "no" does not mean a community college should avoid an institution if it appears to have similar interests.

NAME/ADDRESS	CONTACT/ TITLE/PHONE	ACCEPTS COMMUNITY COLLEGE PROPOSALS
Aetna Life & Casualty Co. 151 Farmington Ave. Hartfort, CT. 06156	Sanford Cloud, Jr. VP, Executive Dir. (203) 273-3340	yes
Ahmanson Foundation 9215 Wilshire Blvd. Beverly Hills, CA 90210	Lee Walcott Vice President (213) 278-0770	yes
Allied Signal, Inc. Box 2245R Morristown, NJ 07960	Gail McKinney Manager (201) 455-5877	yes
Amerada Hess Corp. 1185 Ave. of the Americas New York, NY 10036	Christine Cangelosi Sec'y. Contribution Comm. (212) 997-8500	no
American Express Co. American Express Found. American Express Tower World Financial Center New York, NY 10004	Mary Beth Salerno V.P. Director (212) 640-5660	yes
American Info. Tech. Corp. Ameritech Found. 30 So. Warner Drive Chicago, IL 60606	Michael Kuhlin Executive Director (312) 750-5000	no
American Stores Co. Acme Markets, Inc. 124 No. 15th. St. Philadelphia, PA 19101	Bob Neslund President (215) 568-3000	no
American Tel. & Tel. Co. AT & T Foundation 550 Madison Ave. Room 2717 New York, NY 10022	Anne Alexander V.P., Education (212) 605-6680	no
Amoco Corp. Amoco Foundation 200 E. Randolph Dr. Chicago, IL 60601	Robert Arganbright Executive Director (312) 856-6306	yes
Andersen Foundation c/o Anderson Corporate Bayport, MN 55003	Earl C. Swanson Vice President (612) 439-5150	no

NAME/ADDRESS	CONTACT/ TITLE/PHONE	ACCEPTS COMMUNITY COLLEGE PROPOSALS
Anheuser Busch Co., Inc. Anhauser-Busch Char. Trust One Busch Place St. Louis, MO 63118	Nancy Calcaterra Contributors Admin. (314) 577-7368	no
Ashland Oil, Inc. Ashland Oil Foundation P.O. Box 391 Ashland, KY 41114	Judy B. Thomas President (606) 329-4525	yes
ARCO Foundation 515 South Flower St. Los Angeles, CA 90071	Eugene R. Wilson President (213) 486-3342	yes
Bank America Corp. Bank America Found. Box 37000, Dept. 3246 San Fran., CA 94137	Caroline Boitano V.P., Sr. Prog. Officer (415) 953-0927	no
Bat Hanadiv Foundation c/o Carter, Ledyard & Milburn 2 Wall St. New York, NY 10005	Jerome Caulfield Attorney (212) 732-3200	no
Beatrice (BCI Holdings) E-II Foundation Two North LaSalle St. Chicago, IL 60602	Mariita Conley Exec. Director (312) 558-3758	yes
Bell Atlantic Corp. 1310 N. Courthouse Rd. Arlington, VA 22201	Ruth Caine Dir., Corp. Contrib. (703) 974-8814	no
Bell South Corp. Bell South Foundation 1155 Peach Tree St. N.E. Atlanta, GA 30367	Leslie Graitcer Executive Director Leslie Graitcer, Mgr. (404) 420-8896	no
Benedum Foundation 1400 Benedum-Trees Bldg. Pittsburgh, PA 15222	Beverly R. Walters Dir. Grants Program (412) 288-0360	no
Charles K. Blandin Found. 100 Pokegama Ave. N. Grand Rapids, MN 55744	Paul M. Olson President (218) 326-0523	yes

NAME/ADDRESS	CONTACT/ TITLE/PHONE	ACCEPTS COMMUNITY COLLEGE PROPOSALS
Lynde & Harry Bradley Foundation 777 East Wisconsin Ave. Milwaukee, WS 53202	Michael S. Joyce Exec. Director (414) 291-9915	yes
The Boeing Co. P.O. Box 3707 M/S 18-83 Seattle, WA 98124	Joe A. Taller, Director Carver Gayton, Manager Educ. Relations & Training (206) 655-6679	yes
BP America (Standard Oil) 200 Public Square 35-A Cleveland, OH 44114	Lance C. Buhl Mgr., Corp. Contributions (216) 586-8625	yes
The Brown Foundation P.O. Box 130646 Houston, TX 77219	Katherine B. Dobleman Exec. Director (713) 523-6867	yes
Burlington Northern, Inc. Burlington Northern Found. 999 Third Ave. Seattle, WA 98109	Donald K. North President (206) 467-3895	yes
Fritz B. Burns Foundation 4001 West Alameda Ave. Burbank, CA 91505	Joseph E. Rawlinson President (818) 840-8802	yes
The Bush Foundation East 900 First National Bank Bldg. St. Paul, MN 55101	Humphrey Doermann President (612) 227-0891	yes
Morris & Gwendolin Cafritz Foundation 1825 K St. N.W. Washington, DC 20006	Eugene E. Hines Admin. Assistant (202) 862-6800	no
Callaway Foundation 209 Broome St. LaGrange, GA 30240	J.T. Gresham General Manager (404) 884-7348	yes
Carnegie Corporation of New York 437 Madison Ave. New York, NY 10022	Dorothy Knapp Secretary (212) 371-3200	yes

NAME/ADDRESS	CONTACT/ TITLE/PHONE	ACCEPTS COMMUNITY COLLEGE PROPOSALS
Amon G. Carter Foundation 1212 Interfirst Bank Bldg. P.O. Box 1036 Ft. Worth, TX 76101	Bob J. Crow Exec. Director (817) 332-2783	yes
Anne E. Casey Foundation 31 Brookside Dr. Greenwich, CT 06830	Martin Schwartz Executive Director (203) 661-2773	no
Caterpillar, Inc. Caterpillar Foundation 100 N.E. Adam Street Peoria, IL 61629	Edward W. Siebert Mgr. Corp. Support Programs (309) 675-4464	no
Chase Manhattan Corp. Chase Manhattan Found. 44 Wall St. New York, NY 10081	David Ford Director Philanthropic Activities (212) 676-5080	yes
Chevron USA, Inc. P.O. Box 7753 San Fran., CA 94120	J.W. Rhodes, Jr. Manager, Contributions (415) 894-5464	yes
Chrysler Corp. Chrysler Corp. Fund P.O. Box 1919 Detroit, MI 48288	Lynn A. Feldhouse Administrator (313) 956-5194	no
Cigna Corp. Cigna Foundation One Logan Square Philadelphia, PA 19103	Jeffrey P. Lindtner Executive Director (215) 523-5255	no
Citicorp USA 200 South Wacher Dr. Chicago, IL 60606	Elizabeth Howland Vice President (312) 993-3000	yes
Edna McConnell Clark Foundation 250 Park Ave. New York, NY 10017	Peter D. Bell President (212) 986-7050	yes
The Coastal Corp. Coastal Tower Nine Greenway Plaza Houston, TX 77046	Truman Arnold Vice President Administrative Services (713) 877-1400	no

NAME/ADDRESS	CONTACT/ TITLE/PHONE	ACCEPTS COMMUNITY COLLEGE PROPOSALS
The Coca Cola Co. Coca Cola Foundation P.O. Drawer 1734 Atlanta, GA 30301	Margaret J. Cox VP, Executive Dir. Foundation (404) 676-2568	no
CSX P.O. Box C-32222 Richmond, VA 23219	Raymond P. Szabo Asst. Vice President Corporate Services (804) 782-1439	no
Commonwealth Fund One East 75th. St. New York, NY 10021	Cynthia H. Woodcock Asst. Vice President (212) 535-0400	no
Charles A. Dana Found. 150 E. 52nd. St. New York, NY 10022	M. Baldwin Program Officer (212) 223-4040	no
The Danforth Foundation 231 South Bemiston Ave. St. Louis, MO 63105	Gene L. Schwilck President (314) 862-6200	no
Dayton Hudson Corp. Dayton Hudson Foundation 777 Nicollet Mall Minneapolis, MN 55402	Cynthia Mayeda Managing Director (612) 370-6555	no
Arthur S. DeMoss Found. St. Davids Center St. Davids, PA 19087	Mrs. Arthur DeMoss Chief Exec. Officer (215) 254-5500	no
Digital Equipment Corp. 111 Powdermill Rd. MSO/K1 Maynard, MA 01754	Lee Richardson Manager, Education (617) 493-2221	yes
Dow Chemical USA Dow Chemical Co. Found. P.O. Box 1751 Midland, MI 48674	Cherie A. Hutter Program Manager (517) 636-1162	no
Duke Endowment 200 So. Tryon St. Charlotte, NC 28202	John F. Day Exec. Director (704) 376-0291	no
E.I. Dupont DeNemours Dupont Co. 9067 Dupont Bldg. Wilmington, DE 19898	John T. Lund Executive Director Committee on Educ. Aid (302) 774-5025	yes

NAME/ADDRESS	CONTACT/ TITLE/PHONE	ACCEPTS COMMUNITY COLLEGE PROPOSALS
Eastman Kodak Co. Charitable Trust 343 State St. Rochester, NY 14650	Stanley C. Wright Director Corporate Contributions (716) 724-3127	yes
Exxon Corp. Exxon Education Foundation P.O. Box 1188 Houston, TX 77001	Leon Ullrich Exec. Director (713) 853-8410	no
Sherman Fairchild Found. 71 Arch St. Greenwich, CT 06830	Patricia A. Lydan Vice President (203) 661-9360	yes
Federal National Mortgage Association 3900 Wisconsin Ave. N.W. Washington, D.C. 20016	Harriet Izey VP Community Relations (202) 537-7000	no
Federated Dept. Stores Fed. Dept. Stores Found. 7 West Seventh St. Cincinnati, OH 45202	Thomas G. Cody Senior Vice President (513) 579-7068	no
Fleming Companies, Inc. 6301 Waterford Blvd. Box 26647 Oklahoma City, OK 73126	Cheryl Hodak Dir. Corp. Communications (405) 840-7200	no
The Ford Foundation 320 East 43rd. St. New York, NY 10017	Barron M. Tenny Secretary (212) 573-5000	yes
Ford Motor Co. Ford Motor Co. Fund The American Rd. Dearborn, MI 48121	Leo J. Brennan, Jr. Executive Director Foundation (313) 845-8711	yes
GAR Foundation 50 So. Main St. Akron, OH 44309	Lisle M. Buckingham Trustee (216) 376-5300	yes
Gannett Foundation Lincoln Tower Rochester, NY 14604	Eugene C. Dorsey President (716) 262-3315	yes

NAME/ADDRESS	CONTACT/ TITLE/PHONE	ACCEPTS COMMUNITY COLLEGE PROPOSALS
General Dynamics Corp. Material Service Corp. 222 No. LaSalle St. Chicago, IL 60601	Louis Levy Admin. Vice President (312) 372-3600	yes
General Electric Co. General Electric Found. 3135 Eastern Turnpike Fairfield, CT 06931	Paul M. Ostergard President (203) 373-3216	yes
General Motors Corp. General Motors Found. 3044 West Grand Blvd. Detroit, MI 48202	Ralph Frederick Dir. Placement & College Relations 313-556-4260	yes
Georgia-Pacific Co. Georgia-Pacific Found. 133 Peachtree St. N.E. Atlantic, GA 30367	Wayne Tamblyn Treasurer (404) 521-5228	no
The Getty Grant Program 401 Wilshire Blvd. Santa Monica, CA 90401	Gwen I. Walden Program Assistant (213) 393-4244	yes
Horace W. Goldsmith Found. c/o Paskus, Gordon, Hyman 45 Rockefeller Plaza New York, NY 10111	Robert R. Slaughter Chief Executive (212) 206-4113	yes
Goodyear Tire & Rubber Co. Goodyear T & R Co., Fund 1144 East Market St. Akron, OH 44316	Patricia A. Kemph Assistant Secretary Foundation (216) 796-2916	no
The Great Atlantic & Pacific Tea Co., Inc. 2 Paragon Drive Montvale, NJ 07645	William Vitulli (201) 573-9700	no
GTE Corp. GTE Foundation One Stamford Forum Stamford, CT 06904	Jorge Jackson, Dir. Corp. Social Responsibility (203) 965-3620	no
George Gund Foundation One Erieview Plaza Cleveland, OH 44114	Henry C. Doll Acting Director (216) 241-3114	yes

NAME/ADDRESS	CONTACT/ TITLE/PHONE	ACCEPTS COMMUNITY COLLEGE PROPOSALS
Hall Family Foundations Charitable Investments P.O. Box 580 Kansas City, MO 64141	Margaret H. Pence Program Affairs (816) 274-5615	yes
John A. Hartford Found. 55 East 59th. St. New York, NY 10022	Steven C. Evre Exec. Director (212) 832-7788	no
William Randolph Hearst Foundation 888 Seventh Ave. New York, NY 10106	Robert M. Frehse, Jr. Exec. Director (212) 586-5404	no
Howard Heinz Endowment 301 Fifth Ave. Pittsburgh, PA 15222	Alfred W. Wishart, Jr. Executive Director (412) 391-5122	yes
Herrick Foundation 2500 Commerce Bldg. Detroit, MI 48226	Kenneth G. Herrick President (313) 963-6420	yes
Hewlett-Packard Co. 3000 Hanover St. Palo Alto, CA 94304	Roderick Carlson Dir. of Corp. Grants (415) 857-3053	no
William & Flora Hewlett Foundation 525 Middlefield Rd. Menlo Park, CA 94025	Roger W. Heyns President (415) 329-1070	no
Conrad N. Hilton Found. 10100 Santa Monica Blvd. Los Angeles, CA 90067	Donald H. Hubbs President (213) 556-4694	no
Honeywell Honeywell Foundation Honeywell Place Minneapolis, MN 55408	M. Patricia Hoven Director, Foundation (612) 870-6821	yes
Houston Endowment, Inc. P.O. Box 52338 Houston, Tx 77052	J. H. Creekmore President (713) 223-4043	yes
IBM Corp. 500 Columbus Ave. Thornwood, NY 10594	Dr. John C. Porter Director, Univ. Relations (914) 742-5800	yes

NAME/ADDRESS	CONTACT/ TITLE/PHONE	ACCEPTS COMMUNITY COLLEGE PROPOSALS
The James Irvine Found. One Market Plaza Stevart Street Tower San Francisco, CA	Liz A. Vega Dir. Grants Program (415) 777-2244	no
ITT Corp 320 Park Ave. New York, NY 10022	Jos. Santangelo Director, Public Affairs (212) 752-6000	no
Johnson & Johnson Co. Johnson & Johnson Family of Cos. Contrib. Found. One Johnson & Johnson Pl. New Brunswick, NJ 08933	Herbert T. Nelson Vice President (201) 524-6747	no
Robert Wood Johnson Found. P.O. Box 2316 Princeton, NJ 08543	Edward H. Robbins Proposal Manager (609) 452-8701	yes
W. Alton Jones Found. 433 Park St. Charlottesville, VA 22901	Richard D. Johnson Director (804) 295-2134	no
Joyce Foundation 135 So. LaSalle St. Chicago, IL 60603	Craig Kennedy President (312) 782-2464	yes
The Henry J. Kaiser Family Foundation 2400 Sand Hill Rd. Menlo Park, CA 94025	Barbara H. Kehrer Vice President (415) 854-9400	no
W.K. Kellogg Foundation 400 North Avenue Battle Creek, MI 49016	Norman A. Brown President (616) 968-1611	yes
Peter Kiewit Foundation Woodmen Tower Farnam at Seventeenth Omaha, NB 68102	Lyn Wallin Ziegenbein Executive Director (402) 344-7890	no
F.M. Kirby Foundation 17 DeHart St. Morristown, NJ 07960	Fred M. Kirby II President (201) 538-4800	yes

NAME/ADDRESS	CONTACT/ TITLE/PHONE	ACCEPTS COMMUNITY COLLEGE PROPOSALS
K-Mart Corp. Public Affairs 3100 West Big Beaver Rd. Troy, MI 48084	James Churilla Vice President/Treasurer (313) 643-1000	no
Knight Foundation One Cascade Plaza Akron, OH 44308	Creed C. Black President (216) 253-9301	yes
Kraft, Inc. Kraft Foundation Kraft Court Glenview, IL 60025	Ronald Coman Admin. Director (312) 998-7031	yes
Kresge Foundation P.O. Box 3151 3215 W. Big Beaver Rd. Troy, MI 48007	Alfred H. Taylor, Jr. President (313) 643-9630	no
Kroger Co. 1014 Vine St. Cincinnati, OH 45201	James D. McIntire Vice President/Sec'y. (513) 762-1149	no
Lilly Endowment 2801 North Meriden St. P.O. Box 88068 Indianapolis, IN 46208	James T. Morris President (317) 924-5471	no
Loews Corp. Loews Foundation 666 Fifth Ave. New York, NY 10103	C.G. Sposato, Jr. Trustee (212) 545-2000	no
Longwood Foundation 1004 Wilmington Trust Ctr. Wilmington, DE 19801	Endsley P. Fairman Executive Secretary (302) 654-2477	no
Henry Luce Foundation 111 West 50th. St. New York, NY 10020	Robert E. Armstrong Executive Director (212) 489-7700	no
Lucky Stores, Inc. 6300 Clark Ave. Dublin, CA 94568	Janice Vance Sec'y. Contrib. Program (415) 833-6000	no
J.E. & L.E. Mabee Found. 3000 Mid Continent Tower Tulsa, OK 74103	Guy R. Mabee Director (918) 584-4286	no

NAME/ADDRESS	CONTACT/ TITLE/PHONE	ACCEPTS COMMUNITY COLLEGE PROPOSALS
John & Catherine MacArthur Foundation 140 So. Dearborn St. Chicago, IL 60603	James M. Furman Exec. Vice President (312) 726-8000	yes
Manf. Hanover Corp. Manf. Hanover Foundation 270 Park Ave. New York, NY 10017	Matthew Trachtenberg Agent-Foundation (212) 286-7118	no
Robert R. McCormick Charitable Trust 435 North Michigan Ave. Chicago, IL 60611	Claude A. Smith Exec. Vice President (312) 222-3512	yes
McCune Foundation 1104 Commonwealth Bldg. 316 Fourth Ave. Pittsburgh, PA 15222	Earland I. Carlson Executive Director (412) 644-8779	no
McDonnell Douglas Corp. McDonnell Douglas Found. P.O. Box 516 St. Louis, MO 63166	Walter Diggs Corp. Secretary Charitable Affairs (314) 232-8464	no
The McKnight Foundation 410 Peavey Bldg. Minneapolis, MN 55402	Russell V. Ewald Exec. Vice President (612) 333-4220	yes
Meadows Foundation Wilson Historic Block 2922 Swiss Ave. Dallas, TX 75204	Sally R. Lancaster Exec. Vice President (214) 826-9431	yes
Andrew W. Mellon Found. 140 E. 62nd. St. New York, NY 10021	J. Kellum Smith, Jr. Vice President (212) 838-8400	no
Richard King Mellon Foundation 525 William Penn Place Pittsburgh, PA 15219	George H. Taber Vice President (412) 392-2800	yes
Merrill Lynch & Co. Merrill Lynch & Co. Found. One Library Plaza 165 Broadway New York, NY 10080	Westina Matthews Secretary, Foundation (212) 236-4319	no

NAME/ADDRESS	CONTACT/ TITLE/PHONE	ACCEPTS COMMUNITY COLLEGE PROPOSALS
Fred Meyer Charitable Trust 1515 Southwest Fifth Ave. Portland, OR 97201	Charles S. Rooks Executive Director (503) 228-5512	yes
Minnesota Mining & Mfg. (3M) Minn. Mining & Mfg. Found. Bldg. 521-11-01 3M Center St. Paul, MN 55144	Eugene W. Steele Mgr., Contributions Prog. (612) 736-3781	yes
Mobil Oil Corp. Mobil Found., Inc. 150 E. 42nd. St. New York, NY 10017	Richard G. Mund Sec'y., Executive Dir. (212) 883-2174	no
Monsanto Co. Monsanto Fund 800 No. Lindbergh Blvd. St. Louis, MO 63167	Dr. John L. Mason President (314) 694-4596	yes
Moody Foundation 704 Moody National Bank Bldg. Galveston, TX 77550	Peter M. Moore Grants Officer (409) 763-5333	yes
Morgan Guaranty Trust Co. of New York Morgan Guaranty Trust Co. of New York Charitable Fund 23 Wall Street New York, NY 10015	Roberta A. Ruocco Assistant VP (212) 483-2090	no
Charles Stewart Mott Found. 1200 Mott Foundation Bldg. Flint, MI 48502	Frank Gilsdorf Vice President (313) 238-5651	yes
M.J. Murdoch Charitable Trust 703 Broadway Vancouver, WA 98660	Sam C. Smith Executive Director (206) 694-8415	no
Mabel Pew Myrin Trust Three Parkway Philadelphia, PA 19102	Fred H. Billups, Jr. Executive Director (215) 568-3330	no
Samuel Roberts Noble Foundation P.O. Box 2180 Ardmore, OK 73402	John F. Snodgras President (405) 223-5810	yes

NAME/ADDRESS	CONTACT/ TITLE/PHONE	ACCEPTS COMMUNITY COLLEGE PROPOSALS
Northwest Area Foundation West 975 First National Bank Bldg. St. Paul, MN 55101	Terry Tinson Saario President (612) 224-9635	no
Nynex, Inc. 500 Westchester Ave. White Plains, NY 10604	Patricia Fogarty (914) 683-1096	no
Occidental Petroleum Occidental Petroleum Charitable Foundation, Inc. 10889 Wilshire Blvd. Los Angeles, CA 90024	Evelyn S. Wong Asst. Sec'y., Treasurer (213) 879-1700	yes
F.W. Olin Foundation 805 Third Avenue New York, NY 10022	Lawrence W. Milas President (212) 832-0508	no
David & Lucille Packard Foundation 330 Second St. Los Altos, CA 94022	Colburn S. Wilbur Executive Director (415) 948-7658	yes
Pacific Gas & Elec. Co. 77 Beale Street San Fran., CA 94106	Patricia Prado Contributions Programs (415) 973-4951	no
Pacific Teleses Group Pacific Teleses Foundation 130 Kearny St. Room 3309 San Fran., CA 94108	Mary E. Leslie Executive Dir. Education (415) 394-3683	yes
William Penn Foundation 1630 Locust St. Philadelphia, PA 19103	Dr. Bernard C. Watson President (215) 732-5114	yes
J.C. Penney Co. P.O. Box 659000 Dallas, TX 75265	Robin Morrison Mgr. Corp. Contributions (214) 591-1966	yes
Pepsico, Inc. Pepsico Foundation 700 Anderson Hill Rd. Purchase, NY 10577	Jacqueline R. Millan Mgr., Corp. Contributions (914) 253-3908	yes

NAME/ADDRESS	CONTACT/ TITLE/PHONE	ACCEPTS COMMUNITY COLLEGE PROPOSALS
J. Howard Pew Freedom Trust Three Parkway Philadelphia, PA 19102	Fred H. Billups, Jr. Executive Director (215) 568-3330	yes
J.N. Pew, Jr. Charitable Trust Three Parkway Philadelphia, PA 19102	Fred H. Billups, Jr. Executive Director (215) 568-3330	yes
Pew Memorial Trust Three Parkway Philadelphia, PA 19102	Fred H. Billups, Jr. Executive Director (215) 568-3330	yes
Philip Morris Companies 120 Park Ave. New York, NY 10017	Annette T. D'Annunzio Secretary Corporate Support Prog. (212) 880-3366	yes
Phillips Petroleum Co. Phillips Petroleum Found. Phillips Bldg. Bartlesville, OK 74004	John C. West Executive Manager (918) 661-9072	yes
El Pomar Foundation P.O. Box 158 Colorado Springs, CO 80901	William J. Hybl President (303) 633-7733	yes
The Proctor & Gamble Co. Proctor & Gamble Found. P.O. Box 599 Cincinatti, OH 45202	Bernard J. Nolan Vice President, Sec'y. Foundation (513) 562-2201	yes
Public Welfare Foundation 2600 Virginia Ave. NW Washington, DC 20037	Charles Glenn Ihrig Executive Director (202) 965-1800	yes
Raytheon Co. Raytheon Charitable Found. 141 Spring St. Lexington, MA 02173	Janet C. Taylor Corp. Contributions Mgr. (617) 862-6600	no
Kate B. Reynolds Charitable Trust Eight West Third St. Winston-Salem, NC 27150	W. Vance Frye Executive Secretary (919) 723-1456	yes

NAME/ADDRESS	CONTACT/ TITLE/PHONE	ACCEPTS COMMUNITY COLLEGE PROPOSALS
H. Smith Richardson Charitable Trust P.O. Box 20124 Greensboro, NC 27420	Dorothy W. Hurley Admin. vice President (919) 379-8600	yes
RJR Nabisco, Inc. P.O Box 2959 Winston Salem, NC 27102	John Bacon Director Corp. Contributions (919) 741-5377	no
Rockefeller Brothers Fund 1290 Ave. of the Americas New York, NY 10104	Benjamin R. Shute, Jr. Secretary (212) 373-4200	no
Rockefeller Foundation 1133 Ave. of the Americas New York, NY 10104	Lunda Mullen Secretary (212) 869-8500	yes
Rockwell Intern'l. Corp. Rockwell Intern'l. Corp. Tr. 600 Grant Street Pittsburgh, PA 15219	J.J. Christin Secretary (412) 565-5803	yes
Safeway Stores, Inc. Fourth & Jackson St. Oakland, CA 94660	Felicia M. del Campo Manager, Public Affairs (415) 498-3267	no
Santa Fe Southern Pacific Corporation Santa Fe So. Pacific Found. 224 Michigan Ave. Chicago, IL 60604	R.L. Holden Exec. Dir. Found. (312) 786-6204	no
Sara Lee Corp. Sara Lee Foundation 3 First National Plaza Chicago, IL 60602	Gretchen Miller-Reimel Manager, Corp. Contributions (312) 558-8448	no
Sarah Scaife Foundation P.O. Box 268 Pittsburgh, PA 15230	Richard M. Larry President (412) 392-2900	yes
Sears, Roebuck Co. Sears-Roebuck Foundation Dept. 903 BSC51-02 Chicago, IL 60684	Paula A. Banks V.P., Exec. Dir. (312) 875-8337	yes

NAME/ADDRESS	CONTACT/ TITLE/PHONE	ACCEPTS COMMUNITY COLLEGE PROPOSALS
Norton Simon Art Foundation 411 West Colorado Blvd. Pasedena, CA 91105	Walter W. Timoshuk Vice President (818) 449-6840	no
Norton Simon Foundation 411 West Colorado Blvd. Pasedena, CA 91105	Walter W. Timoshuk Vice President (818) 449-6840	no
The Skillman Foundation 333 West Fort St. Detroit, MI 48226	Kari Schlachtenhaufen Program Officer (313) 961-8853	yes
Alfred P. Sloan Foundation 630 Fifth Ave. New York, NY 10111	Albert Rees President (212) 582-0450	yes
The Southern Co. P.O. Box 1151 Pensacola, FL 32520	Janette Skaggs Sec'y. Gulf Power Co. (904) 444-5111	yes
The Southland Corp. Southland Foundation 5215 North O'Connor Blvd. Irving, TX 75039	J. Michael Lewis Sec'y. Foundation (214) 556-0500	no
Southwestern Bell Corp. Southwestern Bell Found. One Bell Center St. Louis, MO 63101	Charles O. DeReimer Exec. Dir. Foundation (314) 235-7040	no
Spencer Foundation 875 North Michigan Ave. Chicago, IL 60611	Marion M. Faldet Vice President (312) 337-7000	yes
Starr Foundation 70 Pine St. New York, NY 10270	Ta Chun Hsu President (212) 770-6882	yes
The Stratford Foundation One Federal St. Boston, MA 02211	Peter A. Wilson Director (617) 292-3885	yes
Sun Co. 100 Matsonford Rd. Radnor, PA 19087	Dolores A. Kellenbenz Admin., Social Investment (215) 293-6555	no

NAME/ADDRESS	CONTACT/ TITLE/PHONE	ACCEPTS COMMUNITY COLLEGE PROPOSALS
Super Value Stores P.O. Box 990 Minneapolis, MN 55440	John Seltzer Chairman (612) 828-4000	yes
Surdna Foundation 250 Park Ave. New York, NY 10177	M. Lindsley Homrighausen Administrator for Grants (212) 697-0630	no
Anne B. & Charles B. Tandy Foundation 1577 Inter First Tower 801 Cherry St. Fort Worth, Tx 76102	Thomas F. Beech Exec. Vice President (817) 877-3344	yes
Tenneco, Inc. Box 2511 Houston, TX 77001	JoAnn Swinney Dir. Community Affairs (713) 757-3930	yes
Texaco, Inc. Texaco Philanthropic Foundation 2000 Westchester Ave. White Plains, NY 10650	Maria Mie-Mayer Sec'y. Foundation (914) 253-4150	no
T.L.L. Temple Foundation 109 Temple Blvd. Lufkin, TX 75901	Ward R. Burke Exec. Secretary (212) 489-1540	yes
Travelers Corp. The Travelers Cos. Found.,Inc. One Tower Square Hartford, CT 06183	Ernest L. Osbane President (203) 277-4079	no
Union Carbide Corp. 39 Old Ridgebury Rd. Danbury, CT 06817	Clyde Greenert Dir. Contributions (203) 794-2000	no
Union Pacific Corp. Union Pacific Found. 345 Park Ave. New York, NY 10154	Heather Hollowell Manager (212) 418-7926	no
Unocal Unocal Foundation 1201 W. 5th. St. Los Angeles, CA 90017	R.P. Van Zandt Vice President (213) 977-6172	no

NAME/ADDRESS	CONTACT/ TITLE/PHONE	ACCEPTS COMMUNITY COLLEGE PROPOSALS
United Technologies Corp. One Financial Plaza Hartford, CT 06101	Richard Cole Mgr., Corp. Contributions (203) 728-7943	yes
USX Corp. USX Foundation 600 Grant St. Pittsburg, PA 15230	William A. Gregory, Jr. Mgr., Foundation (412) 433-5237	no
US West, Inc. 7800 E. Orchard Rd. Englewood, CA 80111	Judy Servoff, V.P. Jane J. Prancan, Dir. Corp. Community Relations (303) 793-6500	no
Wal-Mart Stores, Inc. Wal-Mart Foundation 702 Southwest Eighth St. Bentonville, AK 72716	James Von Gremp Dir., Foundation (501) 273-4000	no
DeWitt Wallace Fund 1270 Ave. of the Americas New York, NY 10020	Arlene Shuler Deputy Director (212) 489-1540	no
William K. Warren Foundation P.O. Box 470372 Tulsa, OK 74147	W.R. Lissau President (918) 492-8100	no
Weingart Foundation 1200 Wilshire Blvd. Los Angeles, CA 90017	Charles W. Jacobson President (213) 482-4343	no
Robert A. Welch Foundation 4605 Post Oak Place Houston, TX 77027	Norbert Dittrich Executive Manager (713) 961-9884	no
Westinghouse Elec. Corp. Westinghouse Educ. Found. Westinghouse Bldg. Gateway Center Pittsburgh, PA 15222	Cecile Springer President (412) 642-6035	no
Whitaker Foundation 875 Poplar Church Rd. Camp Hill, PA 17011	Miles J. Gibbons, Jr. Executive Director (717) 763-1391	no

NAME/ADDRESS	CONTACT/ TITLE/PHONE	ACCEPTS COMMUNITY COLLEGE PROPOSALS
Joseph B. Whitehead Found. 1400 Peach Tree Center Tower 230 Peach Tree St. NW Atlanta, GA 30303	Boisfeuillet Jones President Charles H. McTier Vice President (404) 522-6755	yes
Lettie Pate Whitehead Foundation 1400 Peach Tree Center Tower 230 Peach Tree St. NW Atlanta, GA 30303	Boisfeuillet Jones President Charles H. McTier Vice President (404) 522-6755	no
Amherst Wilder Foundation 919 Lefand Ave. St. Paul, MN 55104	Leonard H. Wilkening President (612) 642-4000	no
Winn-Dixie Stores Winn-Dixie Stores Found. Box B Jacksonville, FL 32203	John Parker Jones President Foundation (904) 783-5000	no
Wortham Foundation 2727 Allen Parkway Houston, TX 77019	Allen H. Carruth President (713) 526-8849	no
Xerox Corp. Xerox Foundation P.O. Box 1600 Stamford, CT 06904	Robt. H. Gudger, VP Foundation Glegg Watson, Mgr. Higher Education & Community Affairs (203) 968-3306	yes

Part Three

MATCHING GIFT POLICIES TOWARDS COMMUNITY AND JUNIOR COLLEGES

COMPANIES THAT DO NOT MATCH TO JUNIOR OR COMMUNITY COLLEGES
(7/87)

Advanced Micro Devices

Aeroglide Corporation

American Hoechst Corporation

American National Bank (Conn)

American Petrofina, Inc.

Anchor National Life Insurance Company

The Armstrong Rubber Company

Armstrong World Industries, Inc.

Athos Steel and Aluminum, Inc.

Atlantic City Electric Company

Atlas Rigging and Supply Corporation

Augat Inc.

Avtex Fibers, Inc.

Baltimore Gas & Electric Company

Bancorp Hawaii

Bank of Montreal

Barber-Colman Company

Becor Western Inc.

Bell Federal Savings and LoanAssociation

The Benj. Franklin Federal Savings andLoan Association

Bituminous Casualty Corporation

Borden Inc.

Boston Edison Company

Brown Group, Inc.

CBI Industries, Inc.

CBS Inc.

CFS Continental, Inc.

The CNA Insurance Companies

Canadian General Electric Company, Ltd.

Caterpillar Inc.

Central Life Assurance Company

Chicago Pacific Corporation

Church & Dwight Co., Inc.

Cluett, Peabody & Co., Inc.

Colonial Parking Inc.

Continental Illinois National Bank andTrust Company of Chicago

Coopers & Lybrand

Copolymer Rubber and ChemicalCorporation

Crown Central Petroleum Corporation

CUNA Mutual Insurance Group

Cyclops Corporation

Deloitte Haskins & Sells

Deposit Guaranty National Bank

DeSoto, Inc.

Dove-Knight and Associates, P.A.,Architects

Dravo Corporation

Dresser Industries, Inc.

Elizabethtown Water Company

Ernst & Whinney

Exxon Corporation

Fidelity Bank

Fireman's Fund Insurance Company

First Interstate Bank of Oregon, N.A.

First Interstate Bank of Washington,N.A.

First Virginia Banks, Inc.

Ford Motor Company of Canada, Ltd.

Foster Wheeler Corporation

Gallatin National Bank

General Foods, Inc.

General Re Corporation

Gerber Products Company

Gibbs & Hill, Inc.

The Gillette Company

Good Value Homes, Inc.

The Goodyear Tire & Rubber Company

Government Employees Insurance Company

Grant Thornton

Great West Casualty Company

Greenwood Mills, Inc.

John Grenzebach & Associates

Hammermill Paper Company

The Hartford Insurance Group

Hartmarx Corporation

Hewlett-Packard Company (Has a grant program for two-year colleges)

Hill Acme Company

Honeywell Inc.

Hubbard Milling Company

Hughes Tool Company

Innovation Packaging, Inc.

Irving Trust Company

The Jefferson Mills, Inc.

Karmazin Products Corporation

Kearney-National Incorporated

The Kendall Company

Kennametal Inc.

Kersting, Brown & Company, Inc.

Walter Kidde & Company

Ralph Korte Construction Co., Inc.

The Lamson & Sessions Company

Link Engineering Co., Inc.

Louisiana Power & Light Company

Lutheran Brotherhood

M/A-COM LINKABIT, Inc.

MacLean-Fogg Company

Mallinckrodt, Inc

The Marley Company

Mast Drug Company

The Maytag Company

MBank Houston

Menasha Corporation

Meridian Bancorp, Inc.

Mississippi Power & Light Company

Monroe Auto Equipment Company

Morton Thickol, Inc.

National Bank of Detroit

New York Stock Exchange, Inc.

Newmont Mining Corporation

Oakite Products, Inc.

Old National Bancorporation

Openaka Corporation, Inc.

Pacific Telesis Group

Pan-American Life Insurance Company

Peat, Marwick, Mitchell & Company

Pennbancorp

Porter Paint Company

Preferred Risk Mutual Insurance Company

Price Waterhouse

The Procter & Gamble Company

RCA Corporation

Ralston Purina Company

Rand McNally & Company

Redlands Federal Savings & LoanAssociation

Reichhold Chemicals, Inc.

Rexham Corporation

Rochester Midland Corporation

Scott, Foresman and Company

Seton Company

Shaklee Corporation

The Singer Company

Smith International, Inc.

Somers Corporation (Mersman/Waldron)

Sonoco Products Company

Southeast Bank, N.A.

Southwestern Bell Corporation

Southwestern Life Insurance Company

Spiegel, Inc.

The Square D Company

Standard Coosa Thatcher Company

State Farm Insurance Companies

Stauffer Communications, Inc.

Steel Heddle Manufacturing Company

Swank, Inc.

Swanson Analysis Systems, Inc.

Tech/Ops, Inc.

Teledyne, Inc.

The Telex Corporation

Texaco Inc.

Thomas McFadden & Associates, Inc.

Thomasville Furniture Industries, Inc.

Thorpe Corporation

Tracor, Inc.

Transway International Corporation

Treadway Companies, Inc.

USX Corporation

United Services Automobile Association

United States Borax & ChemicalCorporation

United States Fidelity and GuarantyCompany

Universal Foods Corporation

Utica National Insurance Group

Valley National Bank of Arizona

Victaulic Company of America

The Wallingford Steel Company

Welch Foods Inc.

Westinghouse Electric Corporation

Westinghouse Electric Corporation

White Consolidated Industries, Inc.

The Williams Companies

Xerox Corporation

Total: 168 Companies

COMPANIES THAT MATCH TO JUNIOR OR COMMUNITY COLLEGES
(7/87)

ACF Industries, Inc.

AMP Incorporated

ARA Services, Inc.

AT&T

Abbott Laboratories

The Abell Foundation, Inc.

Adams Harkness & Hill Inc.

The Aerospace Corporation

Aetna Life & Casualty

Aid Association for Lutherans

Air Products and Chemicals, Inc.

AKTion Associates, Inc.

Akzo America, Inc.

Albany International Corporation

Albertson's, Inc.

Alco Standard Corporation

Alexander & Baldwin, Inc.

Allegheny Ludlum Steel Corporation

Allendale Mutual Insurance Company

Allied-Signal Inc

Allstate Insurance Companies

Alpha Industries, Inc.

Aluminum Company of America

AMAX, Inc.

Amcast Industrial Corporation

Amerada Hess Corporation

American Airlines, Inc.

American Broadcasting Companies, Inc.

American Brands, Inc.

American Cyanamid Company

American Electric Power Company, Inc.*

American Express Company

American General Corporation

American Home Products Corporation

American International Group, Inc.

American Motors Corporation

American Medical International, Inc.

American Mutual Insurance Companies

American National Bank & Trust Company of Chicago

American Optical Corporation

American Sterilizer Company

American Standard, Inc.

American Stock Exchange

American States Insurance

American United Life Insurance Company

Ameritech Services, Inc.

AmeriTrust Company National Association

Amfac, Inc.

Amoco Corporation

Amstar Corporation

Arthur Andersen & Company

The Andersons

Anheuser-Busch Companies, Inc.

Appleton Papers Inc.

Arkwright-Boston Manufacturers Mutual Insurance Company

Armco, Inc.

Arrow-Hart, Inc.

Ashland Oil, Inc.

Associated Box Corporation

Associated Dry Goods Corporation

Guy F. Atkinson Company of California

Atlantic Richfield Company

Automatic Data Processing, Inc.

AVCO Corporation

Avon Products, Inc.

BASF Corporation

The BOC Group, Inc.

Badische Corporation

M.S. Bailey & Son, Bankers

Ball Corporation

Baltimore Bancorp

Bancroft-Whitney Company

Bank of Boston

The Bank of California, N.A.

Bank of New England, N.A.

The Bank of New York

Bank South

Bankers Life and Casualty

Bankers Trust Company

BarclaysAmericanCorporation

C.R. Bard, Inc.

Barnes Group Inc.

Barnes & Roche, Inc.

Barnett Banks of Florida, Inc.

Barry Wright Corporation

The Barton-Gillet Company

BATUS Inc.

Baxter Travenol Laboratories, Inc.

BayBanks Inc.

Beatrice Companies, Inc.

Bechtel Power Corporation

A.G. Becker Paribas Inc.

Becton Dickinson and Company

Beech Aircraft Corporation

Bell Atlantic Corporation

Bell Communications Research, Inc.

Bell & Howell Company

Bell of Pennsylvania & Diamond State Telephone Company

BellSouth Corporation

Beloit Corporation

Bemis Company, Inc.

The Bergen Record Corporation

Best Products Company

Bigelow-Sanford, Inc.

Bill Communications, Inc.

Bird Companies Charitable Foundation, Inc.

H & R Block, Inc.

Blount, Inc.

Blue Bell, Inc.

The Boeing Company

Boise Cascade Corporation

Borg-Warner Corporation

The Boston Globe Newspaper Company

Bowater Incorporated

The Bowery Savings Bank

Bowes/Hanlon Advertising, Inc.

Brakeley, John Price Jones Inc.

Bernd Brecher and Associates, Inc.

Bristol-Myers Company

Brockway Glass Company, Inc.

Brown-Forman Corporation

John Brown Inc.

Brunswick Corporation

Buckbee Mears Company

Buell Industries, Inc.

Buffalo Color Corporation

Bunge Corporation

Burlington Northern Inc.

Burlington Industries, Inc.

Leo Burnett Company, Inc.

Burroughs Wellcome Company

Business Men's Assurance Company of America

Butler Manufacturing Company

CPC International Inc

Cabot Corporation

Cabot's Stains

Calex Manufacturing Company, Inc.

Callanan Industries Inc.

Campbell Soup Company

Capital Cities/ABC, Inc.

Carolina Power & Light Company

Carolina Telephone and Telegraph Company

Carpenter Technology Corporation

Carson Pirie Scott & Company

Carter Hawley Hale Stores, Inc.

Carter-Wallace, Inc.

Castle and Cooke, Inc.

Celanese Corporation

Centel Corporation

Centerre Bank, N.A.

Central Illinois Light Company

Central Vermont Public Service Corp.

Century Companies of America

CertainTeed Corporation

Chamberlain Manufacturing Corporation

Champion International Corporation

The Chase Manhattan Corporation

Chemical Bank

Chemtech Industries, Inc.

Chesapeake Corporation

Chesapeake & Potomac Telephone Companies

Chesebrough-Pond's, Inc.

Chessie System Railroads

Chevron Corporation

Chicago Pneumatic Tool Company

Chicago Title and Trust Company

Chicago Tribune Company

Chrysler Corporation

Chubb Life Insurance Company of America

Chubb & Son Inc.

Church Mutual Insurance Company

CIBA-GEIGY Corporation

CIGNA Corporation

Cincinnati Bell, Inc.

Citicorp/Citibank

The Citizens and Southern Georgia Corporation

Citizens Fidelity Bank & Trust Company

The Citizens and Southern South Carolina Corporation

The Cleveland-Cliffs Iron Company

Cleveland Electric Illuminating Company

The Clorox Company

Coats & Clark, Inc.

The Coca-Cola Company

The Coleman Company, Inc.

Colgate-Palmolive Company

Collins & Aikman Corporation

Colonial Bancorp, Inc.

Colonial Penn Group, Inc.

Columbia Gas System, Inc.

The Columbus Mutual Life Insurance Company

Combustion Engineering, Inc.

Comerica Inc.

Commercial Union Insurance Companies

Commonwealth Energy System, Inc.

Commonwealth Insurance Company

Communications Satellite Corporation

Connecticut Savings Bank

Connecticut Bank & Trust Company

Connecticut Mutual Life Insurance Company

Connecticut Natural Gas Corporation

Conoco, Inc.

Consolidated Natural Gas Company

Consolidated Papers, Inc.

Consolidated Edison Company of New York, Inc.

Consolidation Coal Company

The Continental Corporation

Continental Telecom Inc.

Continental Can Company, Inc.

Frederic W. Cook & Company, Inc.

Co-Op Banking Group Companies

Cooper Industries

Cooper Tire & Rubber Company

The Copley Press, Inc.

Corning Glass Works

Cowles Media Company

Crane Company

Cray Research, Inc.

Criton Technologies

Crompton & Knowles Corporation

Cross & Trecker Corporation

Crum and Forster, Inc.

Cummins Engine Company, Inc.

Dain Bosworth Incorporated

Dana Corporation

The Danforth Foundation

DEKALB Corporation

Delta Air Lines, Inc.

DeltaUS Corporation

Deluxe Check Printers, Inc.

Dennison Manufacturing Company

Detroit Edison Company

A.W.G. Dewar Inc.

The Dexter Corporation

Diamond Crystal Salt Company

Diamond Shamrock Corporation

Difco Laboratories

Digital Equipment Corporation

Dillingham Corporation

Dominion Resources, Inc.

Donaldson Company Inc.

Donaldson, Lufkin & Jenrette

R.R. Donnelley & Sons Company

The Dow Chemical Company

Dow Corning Corporation**

Dow Jones & Company, Inc.

Dry Dock Savings Bank

Duke Power Company

The Dun & Bradstreet Corporation

Durham Corporation

Duty Free Shoppers Group Ltd.

EG&G, Inc.

Eastern Gas and Fuel Associates

Eaton Corporation

Economics Laboratory, Inc.

Educators Mutual Life Insurance Company

Egan Machinery Company

Elf Aquitaine, Inc.

Emerson Electric Company

Emery Air Freight Corporation

Emhart Corporation

Engelhard Corporation

Engineered Systems & Development Corporation

Enron Corp.

ENSERCH Corporation

Ensign-Bickford Foundation

Envirotech Corporation

Equibank

The Equitable Life Assurance Society of the United States

Equitable Life Insurance Company of Iowa

Ethicon, Inc.

Ethyl Corporation

European American Bank

Ex-Cell-O Corporation

Exxon Education Foundation

FMC Corporation

Facet Enterprises, Inc.

Factory Mutual Engineering and Research/ Service Bureau

Fairchild Industries, Inc.

Farm Credit Banks of Springfield

Federal-Mogul Corporation

Federal National Mortgage Association

Federated Department Stores, Inc.

Ferro Corporation

Fiduciary Trust Company (Boston)

The Field Corporation

The Firestone Tire & Rubber Company

FirstBancorp, Inc.

First Bank System, Inc.

The First Boston Corporation

First Chicago Corporation/The First National Bank of Chicago

First Hawaiian, Inc.

First Interstate Bank of California

First Kentucky National Corporation

First Maryland Bancorp

First Mississippi Corporation

First National Bank of Pennsylvania

First National Bank in Bartlesville, Oklahoma

The First National Bank of Atlanta

First Union Corporation

First Valley Bank (First Valley Corporation)

Fleet National Bank

Fluor Corporation

Ford Motor Company

The Foxboro Company

Freeport-McMoRan, Inc.

Fruehauf Corporation

H.B. Fuller Company

Funderburke & Associates, Inc.

GATX Corporation

GTE Corporation

E. & J. Gallo Winery

Gannett Foundation

Gary-Williams Oil Producer/The Piton Foundation

Gast Manufacturing Corporation

The Gates Corporation

GenCorp Inc.

General Accident Insurance Company of America

General Cable Company

General Cinema Corporation

General Defense Corporation

General Dynamics Corporation

General Electric Company

General Foods Corporation

General Housewares Corp.

General Mills, Inc.

General Signal Corporation

GenRad Foundation

Gilbane Building Company

Gilman Paper Company

P. H. Glatfelter Company

Glaxo, Inc.

Goldman, Sachs & Company

Goldome

The BFGoodrich Company

Gould, Inc.

Goulds Pumps, Inc.

W.R. Grace & Co.

W.W. Grainger, Inc.

GrandMet USA, Inc.

The Graphic Printing Company Inc.

Great Lakes Carbon Corporation

Great Northern Nekoosa Corporation

Gregory Poole Equipment Company

Grinnell Mutual Reinsurance Company

Grumman Corporation

The Guardian Life Insurance Company of America

Gulf + Western Inc.

Hackney Industries Inc.

Halliburton Company

Hallmark Cards, Inc.

Hamilton Bank

Hampton & Harper, Inc.

M. A. Hanna Company

Harper & Row Publishers, Inc.

Harris Bank

Harris Corporation

Harsco Corporation

Hartford National Corporation

The Hartford Steam Boiler Inspection and Insurance Company

H.J. Heinz Company

Hercules Incorporated

Hershey Entertainment & Resort Company

Hershey Foods Corporation

Hewitt Associates

The Higbee Company

Higher Education Publications

Hoffman-LaRoche Inc.

Holiday Corporation

Holmes & Narver, Inc.

Homestake Mining Company

Geo. A. Hormel & Company

Hospital Corporation of America

Houghton Mifflin Company

Housenold International, Inc.

Harvey Hubbell, Inc.

J.M. Huber Corporation

Huck Manufacturing Company

Huffy Corporation

Hughes Aircraft Company

E.F. Hutton & Company, Inc.

The Hydraulic Company

IC Industries, Inc.

ICI Americas Inc.

IDS Financial Services Inc.

ITT Corporation

IU International

Illinois Bell

Illinois Tool Works Inc.

Indiana Bell Telephone Company, Inc.

Industrial Indemnity Company

Industrial Risk Insurers

Ingersoll-Rand Company

Instron Corporation

Integon Corporation

Intel Corporation

Intelligent Controls, Inc.

The Interlake Corporation

International Flavors and Fragrances Inc.

International Multifoods Corporation

International Paper Company

International Minerals & Chemical Corporation

International Business Machines Corporation

Iowa Resources Inc.

Itek Corporation

JSJ Corporation

Jack Eckerd Corporation

James River Corporation

Jamesbury Corporation

Jefferies & Company, Inc.

Jefferson-Pilot Communications Company

Jefferson-Pilot Corporation

Jewel Companies, Inc.

John Hancock Mutual Life Insurance Company

A. Johnson & Company, Inc.

Johnson Controls, Inc.

Johnson & Higgins

Johnson & Johnson

S. C. Johnson & Son, Inc.

Jones Group, Inc.

Jostens, Inc.

K-mart Corporation

Kansas City Southern Industries, Inc.

Keebler Company

Keefe, Bruyette & Woods, Inc.

Kellogg Company

The M.W. Kellogg Company

Kemper Group

The Kerite Company

Kerr-McGee Corporation

Kidder, Peabody & Company, Inc.

Kingsbury Machine Tool Corporation

Kiplinger Washington Editors

Knight-Ridder Newspapers, Inc.

H. Kohnstamm & Company, Inc.

Koppers Company, Inc.

Kraft, Inc.

Lanier Business Products, Inc., A Harris Company

La Salle National Bank

The Law Company, Inc.

The Lawyers Co-operative Publishing Company

Lehigh Portland Cement Company

Lever Brothers Company

Levi Strauss & Company

The Liberty Corporation

Eli Lilly and Company

Lincoln National Corporation

Thomas J. Lipton, Inc.

Little, Brown and Company

Loews Corporation

Lone Star Industries, Inc.

Lotus Development Corporation

The Louisiana Land and Exploration Company

Lubrizol Corporation

Lucky Stores, Inc.

Ludlow Corporation

Lukens Inc.

Luxxus Crest, Inc.

Lutheran Brotherhood

MCA INC.

MSI Insurance

M & T Chemicals Incorporated

MTS Systems Corporation

John D. and Catherine T. MacArthur Foundation

Mack Trucks, Inc.

R. H. Macy & Co., Inc.

Maguire Oil Company

Manufacturers National Corporation

Manufacturers Hanover Corporation

Marathon Oil Company

Maremont Corporation

The Marine Corporation

Marine Midland Bank, N.A.

Maritz Inc.

Mark Controls Corporation

Marsh & McLennan Companies, Inc.

Martin Marietta Corporation

Massachusetts Mutual Life Insurance Company

Mast Drug Company

Mattel, Inc.

The May Department Stores Company

McCormick & Company, Inc.

McDonald's Corporation

McDonnell Douglas Corporation

McGraw-Hill, Inc.

McKesson Corporation

McQuay Inc.

The Mead Corporation

Mebane Packaging Corporation

Mechanics Bank

Medtronic, Inc.

Mellon Bank Corporation

Merck & Company, Inc.

Meredith Corporation

Merit Oil Corporation

Meritor Financial Group

Merrill Lynch & Co., Inc.

Metropolitan Life Insurance Company

Mettler Instrument Corporation

Michigan Bell Telephone Company

Middlesex Mutual Assurance Company

The Midland Mutual Life Insurance Company

Midland-Ross Corporation

Midlantic Banks Inc.

Miehle-Goss-Dexter Incorporated

Milliken & Company

Millipore Corporation

Milton Bradley Company

Minnesota Mining & Manufacturing Company, Inc.

Minnesota Mutual Life Insurance Company

The MITRE Corporation

Mobil Oil Corporation

Mohasco Corporation

Monarch Capital Corporation

Monsanto Company

The Montana Power Company

Montgomery Ward & Company, Inc.

Monumental Corporation

MONY Financial Services

MOOG Incorporated

Moore Financial Group, Inc.

Moore McCormack Resources, Inc.

Morgan Construction Company

Morgan Guaranty Trust Company of New York

Morgan Stanley & Co., Incorporated

Morrison-Knudsen Company, Inc.

Morse Shoe, Inc.

Motorola Inc.

Charles Stewart Mott Foundation

Murphy Oil USA, Inc.

Mutual of America

Mutual Benefit Life

Mutual of Omaha

NACCO Industries, Inc.

NCNB Corporation

NCR Corporation

NL Industries, Inc.

NRC, Inc.

Nabisco Brands, Inc.

Nalco Chemical Company

National City Corporation

National Can Corporation

National Distillers and Chemical Corporation

National Gypsum Company

National Life Insurance Company

National Medical Enterprises, Inc.

National Steel Corporation

National Westminster Bank USA

Nationwide Mutual Insurance Company

Nepera, Inc.

The New England

The New England Education Loan Marketing Corporation

New England Business Service, Inc.

New England Electric System Companies

New England Telephone

New Jersey Bell Telephone Company

New Jersey Natural Gas Company

The New York Bank for Savings

New York Life Insurance Company

New York Telephone

The New York Times Company

The New Yorker Magazine, Inc.

Newsweek, Inc.

The Samuel Roberts Noble Foundation, Inc.

Nordson Corporation

Norfolk Southern Corporation

North American Philips Corporation

Northeast Utilities

Northern Illinois Gas

Northern States Power Company

The Northern Trust Company

Northern Telecom, Inc.

Northwest Airlines, Inc.

Northwest Industries, Inc.

Northwestern National Life Insurance Company

Northwestern Bell Corporation

Northwestern Mutual Life Insurance Company

Norton Company

W.W. Norton & Company, Inc.

Norwest Corporation

Noxell Corporation

John Nuveen & Company Incorporated

NYNEX Corporation

Occidental Oil & Gas Corporation

Occidental Petroleum Corporation

Ohio Bell Telephone Company

Ohio Edison Company

The Ohio National Life Insurance Company

Oklahoma Gas and Electric Company

Old Stone Bank

Olin Corporation

Oneida Ltd.

Oregon Portland Cement Company

Owens-Corning Fiberglas Corporation

Owens-Illinois, Inc.

Oxford Industries, Inc.

PHH Group, Inc.

PPG Industries, Inc.

PQ Corporation

Paccar, Inc.

Pacific Lighting Corporation

Pacific Mutual Life Insurance Company

Pacific Northwest Bell Telephone Company

Pacific Resources, Inc.

Panhandle Eastern Corporation

Parker-Hannifin Corporation

The Paul Revere Companies

Pearle Health Services, Inc.

Pechiney Corporation

Penn Central Telecommunications Company

The Penn Central Corporation

J.C. Penney Company, Inc.

Pennsylvania Power & Light Company

Pennwalt Corporation

Pennzoil Company

People's Bank

The Peoples Gas Light and Coke Company

PepsiCo, Inc.

PET Incorporated

Pfizer, Inc.

Phelps Dodge Corporation

Philadelphia National Bank

Philip Morris Companies, Inc.

Phillips Petroleum Company

Phoenix Mutual Life Insurance Company

Piedmont Aviation, Inc.

The Pillsbury Company

The Pioneer Group, Inc.

Pioneer Hi-Bred International, Inc.

Piper, Jaffray & Hopwood Inc.

Pitney Bowes Inc.

Pittsburgh National Bank

Pittway Corporation

Plante & Moran, CPA's

Playboy Enterprises, Inc.

Pneumo Abex Corporation

Pogo Producing Company

Polaroid Corporation

Pope & Talbot, Inc.

Potlatch Corporation

Preformed Line Products Company

Premark International, Inc.

Price Brothers Company

T. Rowe Price Associates, Inc.

Primerica Corporation

The Principal Financial Group

The Prospect Hill Foundation

Protection Mutual Insurance Company

Provident Life and Accident Insurance Company

Provident Mutual Life Insurance Company

Provident National Bank

The Prudential Insurance Company of America

Public Service Company of Colorado

Public Service Electric and Gas Company

Puget Sound Power & Light Company

Quaker Chemical Corporation

The Quaker Oats Company

Quaker State Oil Refining Corporation

R. J. R. Nabisco, Inc.

RKO General, Inc.

Rainier Bancorporation

Arthur D. Raybin Associates, Inc.

Raytheon Company

Reader's Digest Association, Inc.

Reading & Bates Corporation

Reliance Electric Company

Reliance Insurance Companies

Republic National Bank of New York

Research-Cottrell, Inc.

The Research Institute of America, Inc.

Revlon, Inc.

Rexnord Inc.

Reynolds Metals Company

Richardson-Vicks, Inc.

Riviana Foods Inc.

Rockefeller Family & Associates

The Rockefeller Brothers Fund, Inc.

The Rockefeller Group

Rockwell International Corporation

Rohm and Haas Company

Rolling Thunder, Inc.

ROLM Corporation

Rolscreen Company

Rorer Group Inc.

Rospatch Corporation

Ross, Johnston & Kersting, Inc.

Royal Insurance

Rubbermaid Incorporated

RUST International Corporation

Ryco Division, Reilly-Whiteman, Inc.

SDS Biotech Corporation

SKF Industries, Inc.

SNET

SPS Technologies, Inc.

Safeco Insurance Company

Saga Corporation

The St. Paul Companies

Salomon Inc

Sanders Associates, Inc.

Sandoz, Inc.

Santa Fe Southern Pacific Corporation

Sara Lee Corporation

Schering-Plough Corporation

Schlegel Corporation

Charles Schwab & Company, Inc.

The Scott & Fetzer Company

Scott Paper Company

Seaboard System Railroad

Joseph E. Seagram & Sons, Inc.

Sealed Power Corporation

Sealright Company, Inc.

G.D. Searle & Company

Seattle Trust & Savings Bank

Security-Connecticut Life Insurance Company

Security Pacific Corporation

Security Van Lines, Inc.

Shell Oil Company

Sheller-Globe Corporation

Shenandoah Life Insurance Company

The Sherwin-Williams Company

Siemens Capital Corporation

Siemens Energy & Automation, Inc.

Sifco Industries, Inc.

Simpson Investment Company

Skinner Corporation

SmithKline Beckman Corporation

Society Bank, National Association

Sonat Inc.

Sony Corporation of America

Soo Line Railroad Company

South Carolina National Corporation

South Central Bell Telephone Company

Southern Bell

Southern Life Insurance Company

The Southland Corporation

South-Western Publishing Company

Sovran Financial Corporation

Spring Arbor Distribution Company***

Springs Industries, Inc.

Squibb Corporation

The Stackpole Corporation

Stanadyne, Inc.

Standard Insurance Company

The Standard Oil Company

The Standard Products Company

Stanhome, Inc.

The Stanley Works

State Mutual Life Assurance Company of America

State Street Bank and Trust Company

Stauffer Chemical Company

Stearns Catalytic World Corporation

Steiger Tractor, Inc.

Sterling Drug, Inc.

J.P. Stevens & Company, Inc.

Stone & Webster, Incorporated

The Stop & Shop Companies, Inc.

Subaru of America, Inc.+

Sun Company, Inc.

Sun Life Assurance Company of Canada

The Superior Oil Company

Swiss American Securities, Inc.

Syntex Corporation

TRW Inc.

Tambrands, Inc.

Tandy Corporation

Technimetrics, Inc.

Tektronix, Inc.

Tennant Company

Tenneco Inc.

Tesoro Petroleum Corporation

Texas Commerce Bank - Houston Foundation

Texas Eastern Corporation

Texas Gas Transmission Corporation

Texas Instruments Incorporated

Textron Inc.

Thomas & Betts Corporation

J. Walter Thompson Company

TICOR

Time Inc.

The Times Journal Co.

Times Mirror

Times Publishing Company and Congressional Quarterly, Inc.

The Toro Company

The Torrington Company

Total Petroleum (North America) Ltd.

Towers, Perrin, Forster & Crosby

Townsend & Bottum, Inc.

Toyota Motor Sales, U.S.A., Inc.

Trailer Train Company

The Trane Company

Transamerica Corporation

Transco Energy Company

The Travelers Corporation

Travelers Express Company, Inc.

Tremco Incorporated

Trinova Corporation

Triskelion Ltd.

Trust Company Bank, Atlanta

The Turner Corporation

U S WEST, INC.

UGI Corporation

UNUM Life Insurance Company

USAir

USG Corporation

Union Bank

Union Camp Corporation

Union Electric Company

Union Mutual Fire Insurance Company

Union Pacific Corporation

Union Trust Company

United Bank of Denver, N.A.

United Engineers & Constructors, Inc.

United Gas Pipe Line

United Jersey Banks

United Mutual Savings Bank

United Parcel Service

United States Trust Company of New York

United States Tobacco Company

United States Leasing International, Inc.

United Technologies Corporation

United Telephone Company of Indiana, Inc.

United Telephone Company of Florida

United Telecommunications, Inc.

United Telephone Company of Ohio

United Virginia Bank

Unocal Corporation

The Upjohn Company

Urban Investment and Development Company

USLIFE Corporation

Utah International Inc.

Valero Energy Corporation

Varian Associates, Inc.

Vulcan Materials Company

The Wachovia Corporation/Wachovia Bank & Trust Company, N.A.

Warnaco

Warner-Lambert Company

Washington National Insurance Company

The Washington Post Company

Waste Management, Inc.

Watkins-Johnson Company++

Wausau Insurance Companies

C.J. Webb, Incorporated

Wells Fargo Bank, N.A.

West Point-Pepperell Foundation, Inc.

Western Publishing Co., Inc.

Westvaco Corporation

Whirlpool Corporation

Whittaker Corporation

John Wiley & Sons, Inc.

Willamette Industries, Inc.

Williams & Company, Inc.

Winn-Dixie Stores, Inc.

The Wiremold Company

Wisconsin Bell, Inc.

Wisconsin Electric Power Company

Wolverine World Wide, Inc.

Wyman-Gordon Company

The Yankee Companies, Inc.

Yarway Corporation

Arthur Young

Young & Rubicam Inc.

Zapata Corporation

Zurn Industries, Inc.

Total: 862 Companies

* Community colleges must be located in or adjacent to service areas or offices.

** Junior and community colleges in Dow plant communities serving employees.

*** Must be Christian.

\+ Do not match to religious or religiously affiliated schools.

++ Matches to foundations providing support to community colleges their children attend. Will not make direct matches to this type of institution.

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